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OVERSEAS EXPORT PROMOTION CALENDAR

JULY 1975—SEPTEMBER 1976

PENNSYLVANIA STATE UNIVERSITY
DEC 13 1975
DOCUMENTS COLLECTION

U.S. DEPARTMENT OF COMMERCE
Domestic and International Business Administration
Bureau of International Commerce
AUGUST 1975

U. S. DEPARTMENT OF COMMERCE

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DOMESTIC AND INTERNATIONAL BUSINESS ADMINISTRATION

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BUREAU OF INTERNATIONAL COMMERCE

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Deputy Assistant Secretary and Director

FOREWORD

The Overseas Export Promotion Calendar is one of a group of coordinated publications designed to assist U.S. business firms in taking advantage of extensive sales opportunities in markets abroad. It provides a 15 month schedule of U.S. Trade Center Exhibitions and international trade and industrial exhibitions as well as other types of export promotion activities which the Department of Commerce sponsors or in which it participates (see Glossary of Terms).

This Calendar is updated quarterly by the Office of International Marketing and disseminated by the Office of Export Development of the Bureau of International Commerce. Coverage also includes export promotion activities programmed by both the Bureau of East-West Trade (BEWT) and the Commerce Action Group for the Near East (CAGNE).

It should be noted that a number of events included in the Calendar are scheduled tentatively. Accordingly, information regarding the current status of specific events, and information regarding related marketing opportunities, may be obtained by contacting appropriate Country Marketing Managers in the Office of International Marketing, or their counterparts in CAGNE and BEWT, as set forth in the telephone directory provided herewith. Department of Commerce District Offices can also facilitate event-related information and assistance.

Copies of this publication can be obtained on a regular basis by writing to the Domestic Export Program Division, Room 2324, Office of Export Development, Bureau of International Commerce, Washington D.C. 20230.

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GLOSSARY OF TERMS

U.S. Trade Centers - Permanent display facilities operated by the U.S. Department of Commerce in selected locations abroad, designed to facilitate the promotion of exports of U.S.-made products.

Trade Center Exhibitions - Scheduled displays, by U.S. business firms at Trade Centers, of the most advanced or marketable U.S.-made products suitable for the specific market. Such exhibitions present a coherent group of related products of a U.S. industry to a comprehensive buyer audience.

Trade Center Specialized Exhibitions - Similar to an exhibition but designed for those U.S. industry segments which are relatively limited in scope and/or whose products have a relatively limited or narrow buyer audience.

Trade Center Joint Export Expansion Promotions (JEEP)-Exhibitions the purpose of which is to assist U.S. companies to identify representation in country markets new to the firm and/or assist new representatives in establishing a U.S. firm's products in the market. Generally limited to eight participants.

Offsite Exhibitions - U.S. Trade Center exhibitions mounted at sites other than the permanent display facility.

Solo Exhibitions - Exhibitions planned, mounted and managed by the U.S. Department of Commerce in markets that offer promising export sales opportunities but which do not afford regularly scheduled fairs for the display of the U.S. products to be promoted.

Commercial Fairs - Export promotions, usually oriented toward a single major industry, held periodically in key-markets abroad. This Calendar lists those in which U.S. participation is planned through the Department of Commerce.

Trade Missions - Commerce organized travel by small groups of U.S. businessmen with the objective of identifying and contacting new customers in markets abroad. Designated by (TM) in the Calendar.

Technical Sales Seminars - Commerce organized travel offering to buyer groups abroad technical presentations, by small groups of representatives of participating U.S. companies, regarding high technology developments in their respective industries. Seminar sessions are followed by individual business appointments. Designated by (TSS) in the Calendar.

Catalog Exhibitions - Special displays abroad of company catalogs, usually covering a single industry or group of related products, for the purpose of sampling market interest. Designated by (CE) in the Calendar.

Target Industries - Fifteen U.S. industries which, because of technological or other competitive advantages, are selected for emphasis in the export promotion programs of the Department of Commerce. Where a Trade Center event or Fair is designated (TIR) in the Calendar at least 50% of the participants are expected to be drawn from one or more Target Industries.

A Fair or Solo Exhibition having a Commerce-sponsored participation of approximately 25 firms is designated in the Calendar by (M).

TRADE CENTERS	EXHIBITIONS: JULY, 1975	EXHIBITIONS: AUGUST, 1975	EXHIBITIONS: SEPTEMBER, 1975
STOCKHOLM	-Privately Sponsored Events	-Privately Sponsored Events	-Electronic Components (TIR) 9/22-25 FIRM
LONDON	-Privately Sponsored Events	-Privately Sponsored Events	-Electro-Optics/Lasers 9/8-12 FIRM
FRANKFURT	-Privately Sponsored Events	-Privately Sponsored Events	-Electronic Components (TIR) 9/30-10/3 FIRM
PARIS	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
MILAN	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TOKYO	-Privately Sponsored Events	-Ocean/Marine Instrumentation (TIR) 8/4-8 FIRM	-Privately Sponsored Events
SYDNEY	-Privately Sponsored Events	-Privately Sponsored Events	-Printing and Graphic Arts Equip. (TIR) 9/15-19 (Locally Procured)
SINGAPORE	-Shipbuilding and Ship Repair Equipment 7/22-25 FIRM	-Privately Sponsored Events	-Air and Water Pollution Control Equip. (TIR) 9/8-12 FIRM
SEOUL	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
TAIPEI	-Privately Sponsored Events	-Computers and Related Equipment (TIR) 8/18-22 FIRM	-JEEP: Packaging Equipment
MEXICO CITY	-Privately Sponsored Events	-Privately Sponsored Events	-Advanced Building Equipment (TIR) (Specialized Exhibition) 9/2-5 FIRM -Advanced Business Systems (TIR) 9/29-10/3 FIRM
BEIRUT	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TEHRAN	-Privately Sponsored Events	-Privately Sponsored Events	-Instruments and Control Systems (TIR) 9/21-25 FIRM
MOSCOW	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
COMMERCIAL AND INDUSTRIAL EXHIBITIONS (FAIRS)			-BULGARIA, Plovdiv: Plovdiv Fair-Tobacco and Food Processing Equip. (TIR) 9/3-10 FIRM(M) -CZECHOSLOVAKIA, Brno: Brno Engineering Fair - Process Controls & Materials Test Equipment (TIR) 9/11-18 FIRM(M) -U.S.S.R., Moscow: I-75 (Business Equipment and Computers) (TIR) 9/2-16 FIRM

TRADE CENTERS	EXHIBITIONS: OCTOBER, 1975	EXHIBITIONS: NOVEMBER, 1975	EXHIBITIONS: DECEMBER, 1975
STOCKHOLM	-Avionics and Aircraft Ground Support Equipment (Specialized Exhibition (TIR) 10/20-24 FIRM	-Privately Sponsored Events	-Business Equipment (TIR) 12/8-12 FIRM
LONDON	-Privately Sponsored Events	-Printing and Graphic Arts Equipment (TIR) 11/10-14 FIRM	-Privately Sponsored Events
FRANKFURT	-Computers and Peripheral Equipment (TIR) Offsite at Munich (SYSTEMS '75) 10/27-31 FIRM	-Industrial Process Control Equipment (TIR) 11/11-14 FIRM	-Privately Sponsored Events
PARIS	-Data Communications and Peripherals (TIR) 10/20-23 FIRM	-Housewares and Domestic Appliances (Specialized Exhibition) 11/17-20 FIRM	-Electronic Components (TIR) 12/8-12 FIRM
MILAN	-Privately Sponsored Events	-Water and Air Pollution (TIR) Control Equipment 11/6-12 FIRM	-Metal Finishing and Surface Treatment Equipment (TIR) 12/2-5 FIRM
TOKYO	-Advanced Medical Equipment (TIR) 10/6-9 FIRM	-Microwave Circuits, Instruments and Components (TIR) 11/10-14 FIRM	-Privately Sponsored Events
SYDNEY	-Medical and Laboratory Equipment -(Locally Procured)	-Privately Sponsored Events	-Privately Sponsored Events
SINGAPORE	-Privately Sponsored Events		-Privately Sponsored Events
SEOUL	-JEEP: Machine Tools and Metalworking Equipment	-Special Promotional Activities	-Special Promotional Activities
TAIPEI	-Restaurant and Hotel Equipment and Supplies 10/20-24 FIRM	-Privately Sponsored Events	-Privately Sponsored Events
MEXICO CITY	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
BEIRUT	-Privately Sponsored Events	-Private Sponsored Events	-Privately Sponsored Events
TEHRAN	-JEEP: Medical Equipment	-Educational Systems 11/16-20 FIRM	-American Toys and Games 12/14-18 FIRM
MOSCOW	-JEEP: Oil and Gas Pipeline Equipment	-Special Promotional Activities	-JEEP: Non-Ferrous Metals Processing and Fabrication Equipment
COMMERCIAL AND INDUSTRIAL EXHIBITIONS (FAIRS)	-SWITZERLAND, Basle: NUCLEX (TIR) 10/7-11 FIRM	-BRAZIL, Sao Paulo: Metal-working Machinery and Equipment (TIR) 11/20-30 FIRM -IRAN, Tehran: AGWA-FOOD (Agricultural & Food Production Machinery & Equipment) 10/31-11/6 FIRM	

TRADE CENTERS	EXHIBITIONS: JANUARY, 1976	EXHIBITIONS: FEBRUARY, 1976	EXHIBITIONS: MARCH, 1976
STOCKHOLM	-Privately Sponsored Events	-Analytical Instruments (TIR) 2/3-6 FIRM	-PRINTEX '76 (Graphic Arts Equipment (TIR) 3/16-19
LONDON	-Computers and Peripherals (TIR) 1/12-16 FIRM	-Educational and Industrial Training Equipment 2/2-6	-Regulating and Control Instruments and Equipment (TIR) 3/1-5
FRANKFURT	-Analytical Instruments (TIR) 1/27-30 FIRM	-Design Engineering - PRO-IN '76 (Offsite at Dusseldorf) 2/21-25 FIRM	-Microwave Technology (TIR) 3/9-12
PARIS	-Hotel and Restaurant Equipment 1/26-29 FIRM	-Hotel and Restaurant Equipment- Offsite at Lyon, France 2/3-5 FIRM	-Printing and Graphic Arts Equipment (TIR) 3/8-11 -Industrial Maintenance and Plant Operations Equipment 3/2-6
MILAN	-Sportswear & Casual Clothing & Childrens & Infants Wear . (Specialized Exhibition) 1/6-9	-Hi-Fi Equipment Electronic Musical Instruments (Specialized Exhibition) 2/16-19	-Industrial Test and Quality Control Equipment (TIR) 3/23-27 -JEEP: Agricultural Equipment (Offsite at Verona Fair)
TOKYO	-Privately Sponsored Events	-Noise and Vibration Abatement Equipment 2/2-6 (Specialized Exhibition) FIRM	-Computers and Peripherals (TIR) 3/15-19
SYDNEY	-Privately Sponsored Events	-Privately Sponsored Events	-Offsite at Wellington, New Zealand (theme to be determined)
SINGAPORE	-Health Care Industries Equipment (TIR) 1/13-16	-Business Equipment (TIR) 2/10-13	-Privately Sponsored Events
SEOUL	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
TAIPEI	-Privately Sponsored Events	-Woodworking Equipment (Specialized Exhibition)	-Privately Sponsored Events
MEXICO CITY	-Packaging Equipment (TIR) 1/26-30	-Chemical/Petrochemical Equip. (Specialized Exhib.) 2/23-27	-Avionics & Aviation Ground Support Equip. (Specialized Exhib.) (TIR) 3/15-19
BEIRUT	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TEHRAN	-Privately Sponsored Events	-Energy Systems (TIR) 2/15-19	-Housing Systems (TIR) (month is provisional)
MOSCOW	-Special Promotional Activities	-JEEP: Pollution Monitoring and Control Equipment	-JEEP: Retail Trade Equipment
COMMERCIAL AND INDUSTRIAL EXHIBITIONS (FAIRS)			-GERMAN DEMOCRATIC REPUBLIC LEIPZIG: Leipzig Spring Fair (Industrial Instrumentation) 2/14-21 FIRM (M)

TRADE CENTERS	EXHIBITIONS: APRIL, 1976	EXHIBITIONS: MAY, 1976	EXHIBITIONS: JUNE, 1976
STOCKHOLM	-Food Processing and Packaging Equipment (TIR) 4/26-30	-INTERMED '76 (Health Care Industries Equipment) (TIR) 5/17-21	-Energy Systems (TIR)
LONDON	-Avionics (Provisional) -JEEP: Welding Equipment	-Do-it-Yourself and Leisure Equipment 5/17-21	-Energy Systems (TIR)
FRANKFURT	-Security and Safety Equipment 4/6-9	-Noise & Vibration Anal. and Control Equip. (Specialized Exhibition) 5/11-14	-Electronics Industry Production & Test Equipment (Provisional)
PARIS	-Pollution Control Equipment (TIR) 4/26-30	-Privately Sponsored Events	-Food Processing and Packaging Equipment (TIR) 6/8-11
MILAN	-Privately Sponsored Events	-Electronic Data Processing Equipment (TIR) 5/11-15	-Plastic Production Equipment (Offsite at PLAST Fair, Milan) 6/20-26
TOKYO	-Industrial Process Control Instrumentation (TIR) 4/19-23	-Hobby and Handicrafts Equipment (Specialized Exhibition) 5/17-21	-Nuclear Instruments and Accessories (TIR) 6/7-11
SYDNEY	-Electronic Components (TIR) (Locally Procured) 4/26-30	-PAK-PRINT '76 (Food Processing & Packaging Equipment) (Locally Procured) TIR) 5/31-6/4	-Metalworking Equipment (Locally Procured) 6/28-7/2
SINGAPORE	-Privately Sponsored Events	-Privately Sponsored Events	-Metalworking and Finishing Equipment (TIR)
SEOUL	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
TAIPEI	-Building Materials & Construction Equipment (TIR)	-Laboratory Instruments (TIR)	-Electronic Components Production & Test Equipment (TIR) 6/21-25
MEXICO CITY	-Metallurgical Equipment 4/5-9	-Industrial Education/Vocational Training Aids (Specialized Exhibitions) 5/10-14	-Communications and Professional Radio/TV Broadcast Equipment
BEIRUT	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TEHRAN	-JEEP: Meteorological Instruments (Specialized Exhibition) (TIR) 4/11-15	-Furniture and Accessories 5/16-20	-Medical Equipment (date to be determined)
MOSCOW	-Special Promotional Activities	-JEEP: Computers for Research	-Special Promotional Activities
COMMERCIAL AND INDUSTRIAL EXHIBITIONS (FAIRS)	-INDONESIA, JAKARTA: Energy and Fluid Transfer Systems (TIR) Solo - SAUDI ARABIA, Jidda: Construction Materials and Equipment (TIR) Solo 4/12-17	-U.S.S.R., Moscow: Light Industrial Equipment 5/26-6/8 -HUNGARY, Budapest: Budapest Fair (Chemical/Petrochemical Production Equipment) (TIR) 5/19-27 (M) -VENEZUELA, Caracas: Agri-business Equipment (Solo)	-POLAND, Poznan: (General Industrial Equipment) (Locally Procured) -SPAIN, Bilbao: Metalworking & Finishing Equipment (TIR) (M)

TRADE CENTERS	EXHIBITIONS: JULY, 1976	EXHIBITIONS: AUGUST, 1976	EXHIBITIONS: SEPTEMBER, 1976
STOCKHOLM	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
LONDON	-Privately Sponsored Events	-Privately Sponsored Events	-Point of Sale Automafim Equipment (TIR) (Specialized Exhibition
FRANKFURT	-Privately Sponsored Events	-Privately Sponsored Events	-Biomedical Equipment (TIR) 9/21-24
PARIS	-Privately Sponsored Events	-Privately Sponsored Events	-Industrial and Commercial Security Equipment
MILAN	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TOKYO	-Electric Components and Materials (TIR) 7/5-9	-Privately Sponsored Events	-Do-it-Yourself Equipment 9/6-10
SYDNEY	-Privately Sponsored Events	-Fashion Fabrics (Locally Procured)	-Privately Sponsored Events
SINGAPORE	-Privately Sponsored Events	-Privately Sponsored Events	-Computers for Industry (TIR)
SEOUL	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
TAIPEI	-Privately Sponsored Events	-Privately Sponsored Events	-Pollution Control. Equip. (TIR)
MEXICO CITY	-Privately Sponsored Events		-Railroad Equip.(with Seminar)
BEIRUT	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
TEHRAN	-Privately Sponsored Events	-Privately Sponsored Events	-Privately Sponsored Events
MOSCOW	-Special Promotional Activities	-Special Promotional Activities	-Special Promotional Activities
COMMERCIAL AND INDUSTRIAL EXHIBITIONS (FAIRS)		-BRAZIL, Porto Alegre: Agricultural Machinery and Equipment	-UNITED KINGDOM, Farnborough: International Air Show (TIR) 9/5-12 -CZECHOSLOVAKIA, Brno: Brno Fair (theme to be determined) -BULGARIA, Plovdiv: Plovdiv Fair (Chemical Processing Equipment - Provisional) 9/3-10 -U.S.S.R., Moscow: Construction Equipment (TIR)

GEOGRAPHICAL REGION	TRADE MISSIONS TECHNICAL SALES SEMINARS CATALOG EXHIBITIONS		
	EXHIBITIONS: JULY, 1975	EXHIBITIONS: AUGUST, 1975	EXHIBITIONS: SEPTEMBER, 1975
NORTHERN EUROPE			-Plant Maintenance Equipment United Kingdom (CE)
WESTERN EUROPE			
SOUTHERN EUROPE			-Printing and Graphic Arts Equipment - Zagreb Fall Fair Yugoslovia (CE)
JAPAN/AUSTRALIA/ NEW ZEALAND			-Design Engineering Japan (CE)
NEAR EAST (CAGNE)			
FAR EAST			
LATIN AMERICA			
AFRICA			
EAST/WEST TRADE (BEWT)			

GEOGRAPHICAL REGION	TRADE MISSIONS TECHNICAL SALES SEMINARS CATALOG EXHIBITIONS		
	EXHIBITIONS: OCTOBER, 1975	EXHIBITIONS: NOVEMBER, 1975	EXHIBITIONS: DECEMBER, 1976
NORTHERN EUROPE	-Food Processing and Packaging Equipment Netherlands (CE)		
WESTERN EUROPE			
SOUTHERN EUROPE	-Advanced Metalworking and Finishing Equipment Yugoslavia (TSS) -Pollution Control Equipment Spain (CE)		
JAPAN/AUSTRALIA/ NEW ZEALAND			
NEAR EAST (CAGNE)			-Chemical and Petrochemical Processing Equipment Instrumentation Iran/Israel (TM)
FAR EAST			
LATIN AMERICA	-Agricultural Machinery Brazil/ Venezuela/Colombia (TM)		
AFRICA			
EAST/WEST TRADE (BEWT)	-Chemical/Petrochemical Processing Equipment CDR GDR/Hungary/Romania (TSS)	-Non-Ferrous Metals Processing & Fabrication Equipment Czechoslovakia/ Poland/U.S.S.R. (TSS)	

GEOGRAPHICAL REGION	TRADE MISSIONS TECHNICAL SALES SEMINARS CATALOG EXHIBITIONS		
	EXHIBITIONS: JANUARY, 1976	EXHIBITIONS: FEBRUARY, 1976	EXHIBITIONS: MARCH, 1976
NORTHERN EUROPE			
WESTERN EUROPE			
SOUTHERN EUROPE		-Port and Shipyard Equipment Italy/Yugoslavia/Greece (TM)	-Industrial and Commercial Security Equipment Italy/Spain/Switzerland (TM)
JAPAN/AUSTRALIA/ NEW ZEALAND			
NEAR EAST (CAGNE)			-See Africa, Technical Sales Seminar, this month
FAR EAST	-Process Control Instrumentation Hong Kong/Korea/Taiwan	-Timber Industries Equipment Malaysia/Philippines/Indonesia (TM) -Scientific, Medical and Industrial Instruments India (CE)	
LATIN AMERICA		-Polluting Control Equipment Brazil/Colombia (TM)	-Building and Construction Materials and Equipment Honduras/Nicar./Panama (Provisional) (CE)
AFRICA	-Aviation Electronics and Ground Support Equipment Botswana/Nigeria: /Ethiopia (TM)	-Semi-Arid Land Development Nigeria/Sudan/Botswana (TSS)	-Computer-Related Business Equipment Algeria/Ivory Coast/Nigeria (TSS) -Materials Handling Equipment Morocco/Zaire/Zambia (TM) -American Book World Kenya/Liberia (CE) -Health Care Equipment South Africa (CE)
EAST/WEST TRADE (BEWT)		-Plastic Production Equipment Czechoslovakia/Hungary/U.S.S.R. (TSS)	-Textile Production Technology Czechoslovakia/Romania/Bulgaria (TSS)

GEOGRAPHICAL REGION	TRADE MISSIONS TECHNICAL SALES SEMINARS CATALOG EXHIBITIONS		
	EXHIBITIONS: APRIL, 1976	EXHIBITIONS: MAY, 1976	EXHIBITIONS: JUNE, 1976
NORTHERN EUROPE	-Energy Systems Belgium/Netherlands/Norway (TM)		-Commercial and Industrial Security Equipment Belgium/Netherlands/Sweden (TM)
WESTERN EUROPE	-Zagreb Spring Fair (CE) (theme to be determined-Provisional)		
SOUTHERN EUROPE		-Health Care Industries Spain plus two countries-Provisional (TM)	-Marine, Ports and Shipyard Equipment Greece (CE)
JAPAN/AUSTRALIA/ NEW ZEALAND		-Printing & Graphic Arts Equip. Australia/New Zealand (TM)	
NEAR EAST (CAGNE)	-Port Equip. (TM) (countries to be determined-month tentative)	-Semi-Arid Land Development Algeria/Morocco/Tunisia (TSS)	
FAR EAST		-Building & Construction Supplies & Equip. Hong Kong/Philippines (CE) (Provisional) -Educational Training Aids Taiwan/Korea/Philippines (CE)	-Commercial Fishing Equip. Malaysia/Taiwan/Indonesia (TM)
LATIN AMERICA	-Aviation Electronics Argentina (CE) -Aviation Equipment Brazil/Venezuela/Ecuador (TSS) -Metalworking & Finishing Equip. Peru/Ecuador/Colombia (CE)		-Building & Construction Materials and Equipment Ecuador/Peru (CE)(Provisional) -Food Processing and Packaging Equipment Argentina/Brazil(CE)
AFRICA	-Motor Vehicle Maintenance Equipment Nigeria/Ethiopia (CE) -Food Processing and Packaging Equipment Ghana/Sudan (CE)	-Modern Telecommunications Systems Nigeria/Botswana/Ethiopia (TSS)	-Agricultural Equipment Kenya/Zambia (CE) -Consumer Goods Nigeria (CE) -Business Equipment Swaziland/Sudan (CE)
EAST/WEST TRADE (BEWT)	-Computer Applications in Scientific Research -Czechoslovakia/Romania/U.S.S.R. (TSS) (GDR?)		-Materials Handling Technology Hungary/Poland/Romania (TSS)

GEOGRAPHICAL REGION	TRADE MISSIONS TECHNICAL SALES SEMINARS CATALOG EXHIBITIONS		
	EXHIBITIONS: JULY, 1976	EXHIBITIONS: AUGUST, 1976	EXHIBITIONS: SEPTEMBER, 1976
NORTHERN EUROPE			-AQUATECH (Pollution Control Equipment) Netherlands (CE)
WESTERN EUROPE			
SOUTHERN EUROPE			-Educational Equipment Portugal (CE) -Energy Systems Spain/Yugoslavia (TSS) -Process Control Instrumentation and Equipment Spain (CE)
JAPAN/AUSTRALIA/ NEW ZEALAND			
NEAR EAST (CAGNE)			
FAR EAST	-Communications Equip./Marine Electronics Singapore/Malaysia Philippines (TM) -Hotel/Motel & Restaurant Equip. Phipippinwa/Hong Kong (TM)	-Mineral & Petroleum Processing Equip. Singapore/Malaysia/ Indonesia (TSS)	-Automotive Service Equipment Korea/Phippines/Taiwan (CE)
LATIN AMERICA			-Shipbuilding and Marine Navigation Equipment Argentina/Brazil/Venezuela (TM)
AFRICA	-Motor Vehicle Maintenance Equipment (countries to be determined) (CE) -Business Equipment (countries to be determined) (TM)		-Metalworking and Finishing Equipment Zaire/Zambia (CE)
EAST/WEST TRADE (BEWT)			-Technical Sales Seminar (theme to be determined)

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Manager responsible for a countr
below. Assistance or informatic
may be obtained by dialing these
the given extension.

Area	Extension
Africa	
West and Central Africa	4865
East and South Africa	4927
Europe	
France and Benelux Countries	4504
Germany and Austria	5228
Italy, Greece and Turkey	3944
Nordic countries	4601
Spain, Portugal Switzerland and Yugoslavia	3957
United Kingdom and Canada	4421
Far East	
Australia and New Zealand	2963
East and South Asia	5401
Japan	2425
Southeast Asia	2521
Latin America	
Brazil, Argentina, Paraguay and Uruguay	5427
Mexico, Central America, and Panama	2314
Remainder of South America and Caribbean countries	2995

Special units within the Department of Commerce have been created to deal with the particular marketing situations:

Commerce Action Group for the Near East

North Africa	5737
Near East	
Bahrain, Iraq, Jordan, Kuwait, Lebanon, Oman Peoples Democratic Republic of Yemen, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen Arab Republic	5767
Iran, Israel, Egypt	3752

Bureau of East West Trade

Eastern Europe	2645
USSR	4655
Peoples Republic of China	3583

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